THE OREGON STATESMAN, SALEM, OREGON

THURSDAY MORNING, JANUARY 4, 1923



Salem, Oregon

Quality Fruits,

Proper growing,

Proper packing,

Intelligent selling,

Courteous treatment, Community service.

Are the steps to business

Salem - Oregon

Manufacturers of Pure Cider Vinegar

Carbonated Beverages

and Lime-Sulphur Solution

Association

W. T. JENKS

Secretary and Manager

Trade & High Sts.

Sale's, Oregon

he Northwest.

**DEHYDRATED** and CANNED

FRUITS AND VEGETABLES

**Oregon Products** 

ry that I could not give more time and thought to it.

success

## SELLING SALEM DISTRICT

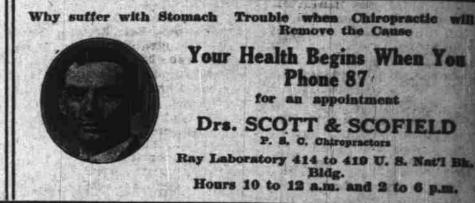
Devoted to Showing Salem District People the Advantages and Opportunities of Their Own Country and Its **Cities and Towns.** 

The Way to Build Up Your Home Town Is to Patronize Your Home People

The Surest Way to Get More and Larger Industries Is to Support Those You Have

Selling Salem District is a continuation of the Salem Slogan and Pep and Progress Campaign

This campaign of publicity for community upbuilding has been made possible by the advertisements placed on these pages by our publicspirited business men---men whose untiring efforts have builded our present recognized prosperity and who are ever striving for greater and yet greater progress as the years go by.



ure used was the amount of fin net profits earned annually upo the investment of the stockhold ers, meaning capital stock, surplus, and appropriated surp We found that for the nine y year of 14.0 per cent. "On this basis we can as

We Will

Best

Efforts

**Give Our** 

At all times to assist in

Oregon

Packing

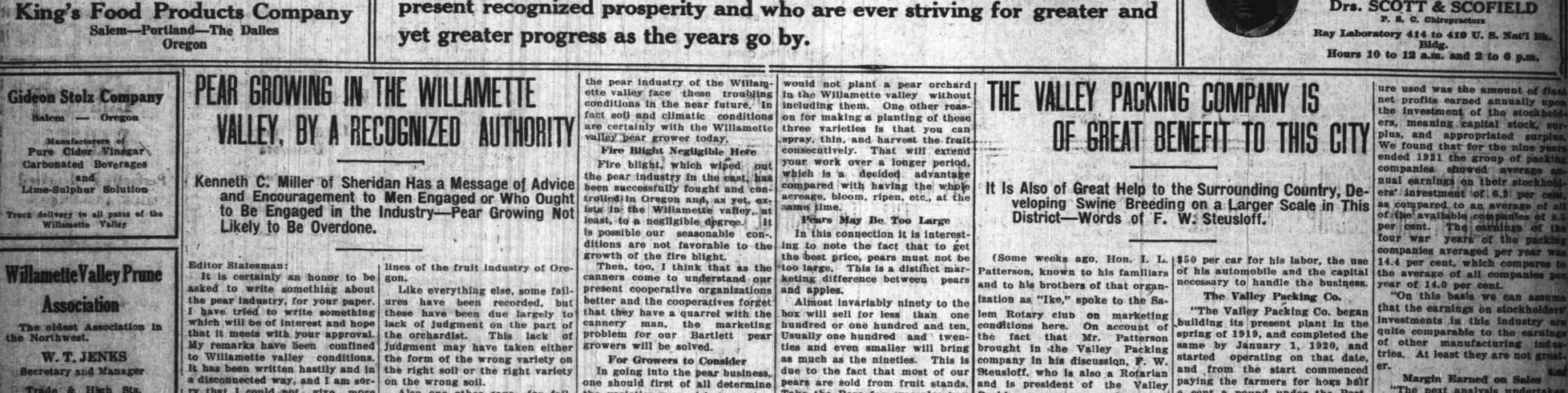
any posible way the devel

opment of the fruit and

berry industries in this val

that the earnings on stockh investments in this industry and quite comparable to the earning of other manufacturing indu started operating on that date, tries. At least they are not gre

> Margin Earned on Sal "The next analysis undertaken was the margin earned on sales in different lines of bus





Also one other cause for fail- the varieties you wish to raise.

ure was that formerly Bartlett After this has been determined,

However, if it is along the lines pears were planted without any next select your type of soil.

een paid in Salem-and in round This information was o numbers a saving to the farmers for a smaller number of com ies, as many do not publish sal the group to give representative averages, Salem Is Benefited

"We found the paking com "On account of the plant hav- les earned over a period of nine ing been built, there is an annual years an average margin on sale pay roll of about \$65,000; \$24,- of 1.3 per cent, which was the 000 for incidentals; employment narrowest margin shown by any for 40 employes, and over a half industry. The average margin million dollars paid annually the all companies over the period years was 6.6 per cent. That in

"And another great benefit is the margin on sales earned b that this has United States gov- packing companies was appr ernment inspection, and every ani- mately one-fifth the average marmal slaughtered in this plant is gin retained in manufacturing and inspected by a United States vet- merchandising industries."

erinarian, educated for that pur- Mr. Steusloff, in the course of pose, and paid by the government his remarks, called attention to -and all animals found infected another fact that is of very genwith tuberculosis or other disease eral interest. Referring to the or found unfit for human food fact that tuberculosis in the hu-

are condemned and placed in a man family in the United States sealed tank and steamed and has been reduced 50 per cent cooked for soap grease and fertil- from 1907 to the present time, he izer. The loss to the plant by said that there is no doubt that condemnation amounts to about this showing is due in part to the government inspection of

"The plant is producing some meats.

none in the United States, and compete with the larger packers. ritory covered by the Valley Pack-

"To one of Salem's great financial institutions belongs the credit; that helped to make this plant possible and a success."

Earnings of Packing Concerns Mr. Steusloff read the following extract from an article in the "National Provisioner," Chicago, the official publication of the Institute of American Meat Packers. giving a summary of an investiga-

Earnings on Stockholders' Investments.

Hanson's Eight White Leghorns Win Over All Foreign Pens in World Contest J. A. Hanson, the Corvallie

HENS WIN HONORS

poultryman, has just been notified that his pen of eight White Leghorns, which he shipped to England a year ago and were a month en route, to be entered in the London Daily Mail egg-laying contest, had won over all foreign pens with 22 points to their credit above their nearest competitors and with 1653 eggs to their credit

for the year. This Oregon pen of White Leghorns ranked 24th

(Continued on page 3)



and because, considering the var- get such a chauffeur again!" -

